

Wilmington Convention Center

Construction Update, October 2009

Construction update

- Contracted completion date: 8/25/10
- Project approximately 50% complete
- Contractor currently on schedule
- Construction costs within budget

Construction update

- Majority of floors installed
- Brick work completed on south side, nearing completion on Exhibit Hall
- Parking deck partially complete

Construction update

- Most conduit installed
- Interior stud walls and collapsible walls nearing completion
- Offices, storage, kitchen space under construction

Construction update

- Parking deck precast complete
- Parking deck top, water proofing installed within next 30 days
- Water and sewer services installed
- Stormwater sand filters complete

Construction update

- Elevator pits, infrastructure installed
- On site drainage system connected
- Air handling units, other HVAC infrastructure installed
- Structural steel for expansion complete

Construction update

- Metal roof installed
- All below grade work nearing completion
 - Contractor to remove remaining contaminated soil on site

West - Facing the Cape Fear River



Glass curtain wall on river side



North – Facing Proposed Marina



Nutt Street, Parking Deck



Exhibit Hall Concession Area



Exhibit Hall- looking west



Ballroom



Hotel Design & Construction

- Design: 6-8 months
 - full service: 6-8 months
 - select service: 6 months
- Construction: 12-18 months
 - full service: 18 months
 - select service: 12 months

Hotel Site and Amenities

- Hotel site approximately 33,000 SF
- Sale price is \$17.24/SF
- Immediately adjacent to Convention Center

Hotel Site and Amenities

- Construction of public roads part of Convention Center project
- City to construct Riverwalk in front and north of convention center
- Nutt Street, other surrounding streets to be improved and realigned

Hotel Site and Amenities

- Prime site on riverfront, adjacent to public area
- Brownsfield site offers hotel tax relief
- Hotel pad generally at required elevation

Hotel Site and Amenities

- Assistance as needed on easements
- Expedited development review
- Water & sewer infrastructure to serve both convention center and hotel

Hotel Site and Amenities

- City can reserve up to 225 parking spaces within deck
 - Hotel must pay monthly minimum
- Stormwater infrastructure in place
 - Hotel must tie in, pay permits fees, share maintenance costs

Next Steps

- Convention Center likely to be open 18-24 months before hotel
- Numerous inquiries about constructing onsite hotel
 - Range from full service to limited service; local and out-of-state

Options

- Accept proposals and evaluate
 - Upset bid process on land sale required
- Place formal process on hold, release formal RFQ Jan. 1, 2010
- Do nothing and watch market

Full Service vs. Select Service

- Response to settlement agreement
- Response to slower economy
- Stringent financing criteria for hotels
- Balance between quality, quantity
construction costs
- SMG to discuss further

Consent Decree

- Management of hotel and convention center must be independent
- All concessions by management firm
- All bookings by management firm
- Marketing specific to convention center

Terms & Conditions of Hotel

- Land sale at fair market value (\$17.24/SF)
 - fee simple preferred
- Sell land back to city at cost
 - If hotel not constructed within designated time frame

Terms & Conditions of Hotel

- Hotel cannot manage Convention Center
- Hotel cannot provide services within Convention Center
- Hotel guarantees payment of 30% of designated parking spaces

Terms & Conditions of Hotel

- Hotel forwards parking fees to management firm or city
- Hotel participates in stormwater maintenance

Terms & Conditions of Hotel

- \$1 million surety
- Earnest money deposit
- Timeline for design, construction with milestones, regular updates